

Illinois Department of Commerce and Economic Opportunity

Performance Report for March

	March	CY11	FY11	HISTORICAL TO DATE	TOTALS 09-TO DATE
Total SBDC Network Customers Served	3,913	8,381	24,920	744,874	77,767
SBDC Customers Served (all activities)					
Total SBDC Clients Counseled:	1,542	3,167	7,568	308,257	24,835
Total SBDC Counseling Hours:	5,115	13,361	44,286	1,218,037	144,891
Average Hours Per Case:	3.32	4.22	5.85	3.95	5.83
SBDC Training Attendees:	1,910	3,900	12,707	341,953	36,569
Minority Clients Counseled: (all sessions)	383	825	2,038	52,538	6,772
Minority Training Attendees:	151	442	1,639	60,573	6,447
Women Clients Counseled: (all sessions)	461	1,004	2,503	89,122	8,208
Women Training Attendees:	473	1,070	3,365	131,666	11,390
Procurement Technical Assistance Centers					
PTAC Clients Counseled	269	614	1,613	17,451	4,966
Initial PTAC Counseling Sessions	46	123	455	20,138	1,792
All PTAC Counseling Sessions	473	1,497	5,172	63,169	16,761
Total PTAC Counseling Hours:	698	2,049	7,760	86,664	23,449
Average Hours Per Case:	2.59	3.34	4.81	4.97	4.72
Total PTAC Clients Trained:	99	464	2,236	48,271	8,574
Minority Businesses Counseled: (all sessions)	199	566	1,744	40,126	5,673
Women Businesses Counseled: (all sessions)	186	537	1,818	43,717	5,564
Economic Impact of Assistance Provided:					
SBDC Jobs Created:	153	383	2,389	75,639	7,216
SBDC Jobs Retained:	693	1,079	3,933	99,545	13,428
SBDC Total Loans Secured:	27	72	254	9,591	885
SBDC Loan Dollars Assisted: \$	\$2,215,400	\$12,479,898	\$48,263,920	\$1,747,694,250	\$254,735,349
SBDC Total Non Debt Financing:	55	149	476	5,885	1,791
SBDC Non Debt Financing: \$	\$2,026,039	\$9,566,133	\$33,971,420	\$491,433,189	\$129,407,137
SBDC New Business Starts:	19	53	200	10,706	759
SBDC Existing Business Expansions:	12	30	131	4,418	484
PTAC Jobs Created:	269	759	2,775	15,558	4,618
PTAC Jobs Retained:	295	592	4,002	45,508	11,186
PTAC Contracts Assisted:	158	1,320	2,501	55,014	6,337
PTAC Contract \$ Assisted:	\$9,054,320	\$187,617,170	\$999,593,136	\$9,952,252,111	\$3,498,838,964
ITC Sales Assisted: \$	\$12,020,270	\$16,430,062	\$137,456,762	\$1,634,085,703	\$523,448,239
NOC Sales Assisted: \$	\$0	\$0	\$6,050,000	\$454,790,804	\$91,941,904
First Stop:					
Start up Kits:	0	0	0	75,957	0
Regulatory / Assistance Information:	769	1,895	5,727	211,316	20,378
Office of Regulatory Assistance:					
Draft Regulations Reviewed:	33	102	307	10,059	810
Draft Regulations Commented On:	22	32	90	1,544	245
Environmental Assistance Program:					
Total Businesses Assisted:	226	768	1,948	127,055	4,514
Total Helpline Calls Received:	124	414	954	13,855	2,412

Illinois Department of Commerce and Economic Opportunity
IEN Report for March
Breakdown of Funding Sources

	March	CY11	FY11	HISTORICAL TOTALS TO DATE	TOTALS 09-TO DATE
International Trade Center Clients Served:					
Total ITC Clients Counseled:	145	232	487	11,307	1,625
Total ITC Counseling Hours:	616	1,420	4,512	65,698	13,233
Average Hours Per Case	4.25	6.12	9.26	5.81	8.14
ITC Clients Trained:	10	69	628	13,311	1,448
Minority Clients Counseled: (all sessions)	12	21	59	717	163
Women Clients Counseled: (all sessions)	24	44	89	959	254
ITC Jobs Created	25	25	134	1,406	283
ITC Jobs Retained	578	613	1,008	4,909	2,099
Nafta Opportunity Trade Center Clients Served:					
Total NOC Clients Counseled:	19	36	139	3,741	350
Total NOC Counseling Hours:	143	297	1,600	27,295	5,055
Average Hours Per Case	7.53	8.25	11.51	7.30	14.44
NOC Clients Trained:	63	63	149	5,268	423
Minority Clients Counseled: (all sessions)	2	3	13	158	23
Women Clients Counseled: (all sessions)	4	8	23	376	51
NOC Jobs Created	0	0	214	885	268
NOC Jobs Retained	0	0	100	2,523	446
SBDC Day Care Center Clients Served:					
Total Day Care Clients Counseled	1	10	26	642	159
Total Day Care Counseling Hours	3	26	82	1,936	400
Average Hours Per Case	3.00	2.60	3.15	3.02	2.52
Day Care Clients Trained	0	0	91	6,667	1,240
Minority Clients Counseled (all sessions)	1	7	19	360	768
Women Clients Counseled (all sessions)	1	8	20	549	890
Entrepreneurship Center Clients Served					
EC Clients Assisted	47	113	341	8,804	1,031
EC Clients # of Challenge Grants	25	31	46	879	162
EC Clients \$ Vallue of Challenge Grants	\$114,964	\$141,839	\$230,214	\$5,293,737	\$1,214,653
EC Clients Capital Leveraged	\$170,764	\$4,582,376	\$63,731,028	\$477,606,677	\$124,432,308
EC Clients Jobs Created	14	42	446	8,583	1,869
EC Clients Jobs Retained	11	137	1,079	14,374	5,131
DAR Client Served					
Total DAR Clients Counseled	0	0	100	204	204
Total DAR Counseling Hours	0	0	251	623	623
Average Hours Per Case	0.00	0.00	2.51	3.05	3.05
Total DAR Client Trained	0	0	294	991	991
Minority Clients Counseled	0	0	35	54	54
Women Clients Counseled	0	0	9	72	72
DAR Jobs Created	0	0	0	0	0
DAR Jobs Retained	0	0	0	0	0